

Message Text

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AF/W: RSHERWOOD (PHONE)

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FM SECSTATE WASHDC

TO AMEMBASSY ABIDJAN PRIORITY

AMEMBASSY LAGOS PRIORITY

AMEMBASSY NDJAMENA PRIORITY

INFO AMEMBASSY NIAMEY

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AFDROUGHT

E.O. 11652: N/A

TAGS:

SUBJECT: NIGERIAN TRUCKING TO CHAD

REF: A) ABIDJAN 5053; B) N'DJAMENA 1653; C) LAGOS 5653;

D) LAGOS 5547; E) N'DJAMENA 1523; F) NIAMEY 18 3;

1. REFTTEL A) REQUESTS AID/W VIEWS RELATIVE TO PROPOSED
PROCEDURE FOR ISSUANCE OF PURCHASE ORDERS TO INDIVIDUAL
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TRUCKERS IN MAIDUGURI AREA TO AUGMENT NIGERIAN TRUCKING

INTO N'DJAMENA. PROVIDING THAT RATE AT WHICH TRUCKING IS AUTHORIZED UNDER P.O. PROCEDURE IS CONCURRED IN BY AMEMBASSY N'DJAMENA, AID/W SEES NO REASON WHY SUCH PROCEDURE SHOULDNT BE EMPLOYED IF IT PROVIDES FLEXIBILITY REQUIRED TO INSURE ADEQUATE NIGERIAN TRUCKING FOR CHAD REQUIREMENT.

IF PARTICULAR CIRCUMSTANCES SUCH AS THIS CAN BEST BE SERVED BY DIRECT AUTHORIZATION, AND FIELD JUDGMENT IS THAT P.O. DEVICE CAN BE EFFECTIVELY USED, WE JONCUR.

2. IN SEPERATE AREA OF RATES THEMSELVES, REFTELS B),C),D), BEENFINALLY REF E SAYS THAT 5,700 CFA IS ALREADY HIGHER THAN NIGERIAN TRUCKING RATE.

4. FOR ABIDJAN: WHILE WE MUST DEFER TO FIELD ON THE SUBJECT OF CONTRACT INCENTIVES FOR TRANSHIPMENT EMERGENCY GRAINS RAISED SEPTEL AND WHICH PRELIMINARY EXPLORED BY REDSO, FROM ALL ABOVE IT APPEARS TO AID/W THAT THIS SUBJECT IS NOT YET FULLY EXPLORED. TRANSHIPMENT OF EMERGENCY GRAINS IS DEPENDENT UPON COMMERCIAL CHANNELS AND THE NATURE OF INCENTIVES/DISINCENTIVES IN CONTRACT MECHANISM CAN HAVE SIGNIFICANT IMPACT ON MOVEMENTS. THERE IS PROBABLY NO QUESTION BUT THAT SOME GREATER COMMERCIAL RESPONSE COULD BE ELICITED BY INCREASES IN TRANSHIPMENT PRICES, VIZ MAIDUGURI/N'DJAMENA. WHILE THERE ARE NECESSARILY LIMITS, THERE ARE ALSO POSSIBLE CONTRACT ALTERNATIVES TO SIMPLE PRICE INCREASES WHICH WOULD ACCOMPLISH SAME GOAL WHILE PROTECTING DONOR INTERESTS AND LIMITING TRANSHIPMENT COSTS. AID/W ALSO INTERESTED IN WHETHER FORWARDER PROCEDURE BEST POSSIBLE OR IF ALTERNATIVE COMMERCIAL MECHANISMS MIGHT NOT BE MORE RESPONSIVE TO REQUIREMENT FOR TIMELY TRANSHIPMENT. IN THIS REGARD, WE VERY INTERESTED IN RESULTS DIRECT P.O. PROCEDURE, PARA 1, ABOVE.

5. WHILE ANY GIVEN SITUATION (SUCH AS NIGERIA MOVEMENT) MAY NOT WARRANT FURTHER EXAMINATION FOR INCENTIVES/DISINCENTIVES BY ITSELF, WE DO BELIEVE EXAMINATION OF QUESTION COULD PROVE FRUITFUL IN TERMS TRANSHIPMENT ALONG ENTIRE COAST AND WITH REGARD INTERNAL DISTRIBUTION. IF LIMITED OFFICIAL USE

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REDSO BELIEVES SUCH EXAMINATION USEFUL, WE PREPARED

SECUND OR CONTRACT APPROPRIATE PERSONNEL TO ASSIST IN STUDY THOSE QUESTIONS. FULL EXAMINATION COULD FACILITATE MORE TIMELY MOVEMENT FROM ALL COASTAL PORTS. ADVISE. DECONTROL 12/31/74. SISCO

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